SEE ADVANTAGES IN CO-OPERATION

Most Effective Organizations Found Where Farmers Were Drawn Together.

MANY OBSTACLES OVERCOME

That Principles Are Fundamentally Sound and Practical Is Proven by 14,000 or More Successful Societies Now Working.

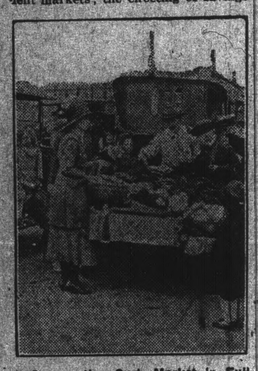
The success or failure of a farm depends almost entirely upon the results obtained in marketing the products grown. Experience has proved that the farmer who undertakes to market his products through speculators or who attempts to ship and market them in some very distant market is laboring under a great disadvantage.

Marketing is a specialized function and is really the most serious problem confronting the farmer today, and the rank and file of farmers are not equipped to perform this service for themselves in a satisfactory manner. Many difficulties encountered in marketing farm crops have been overcome through the organization and operation of farmers' co-operative marketing associations. Co-operative marketing has passed the experimental stage, and the 14,000 or more examples of successful organizations in operation in this country offer positive proof that the principles of co-operative marketing are fundamentally sound and practical.

Work of Organization.

The most successful co-operative organizations confine their efforts to the shipping and marketing of certain specialized products, such as citrus fruits, apples, peaches, potatoes, melons, poultry and eggs, dairy products, live stock, tobacco and grains. The substantial growth of co-operative marketing activities in this country is perhaps best illustrated by the fact that the aggregate volume of business done in a single year through co-operative associations and exchanges runs up into the hundreds of millions of dollars.

The handling of farm crops by groups of farmers through central associations and exchanges offers many advantages, such as the improvement and standardization of grading and packing; the obtaining and use of reliable crop and market information; the intelligent development of permanent markets; the effecting of savings



A Co-operative Curb Market in Full Operation.

through the collective sale of farm products and purchase of farm supplies; the proper financing of all activities, including the building of warehouses, the preparation of crops for market, and their movement to the markets; and the employment of trained and efficient business and sales management.

An organization founded on direneed with a well-defined purpose has the best chances of success. Farmers who are satisfied with the results obtained without an organization do not feel a need for an association. Necessity for an organization may arise from the lack of marketing facilities, or from dissatisfaction with existing agencies. When a co-operative marketing association is under consideration it is advisable to have a preliminary survey made by competent local people or by experienced co-operative organization specialists from the United States Department of Agriculture, whose advice and services are available upon request. In making such a survey care should be taken to ascertain the need for an organization, the attitude of the farmers toward such an undertaking, and the approximate development of business available.

Manager Is Keystone.

The manager is the keystone of the organization. His selection is of the utmost importance. He should be experienced in marketing the line of products intrusted to his care; he should possess tact and good judgment, and be honest and above suspicion. The success of the organization depends upon his ability to meet the members and the trade with which the organization deals, and to retain their confidence. He should possess the proper qualifications for the position; he should be given broad powers and the hearty support of the members in his work, together with a salary that will attract ability and be commensurate with the services expected of him.

AVOID SUNSCALD IN WINTER

Wire, Boards or Corn Fodder May Be Employed to Prevent Injury to Young Trees.

Smooth bark trees, like young apple trees, mountain ash and basswood, are apt to be injured by sunscald during the winter. Shade on the southwest side of the tree will prevent this. Wire, boards or corn fodder may be used.

Find Lime Requirement.

If you are of the opinion that your land needs lime, it is a good idea to have your county agent get the soil tested in order to determine the lime requirement.

Profiteers on Farm.

Cows and hens that take all they can get and give as little as they can are profiteers.

Spread Manure Quickly.

Spread manure at once. It loses value when stored.

SIZE OF MOTORTRUCK IS QUITE IMPORTANT

Study of Vehicles Is Profitable to Purchasers.

Four-Ton Truck Is Especially Adapted to the Transportation of Boxed, Crated or Barrel Goods—Also Is Economical.

Moving goods by motortruck is getting down to a more exact basis every day. One of the vital factors in the profitable transportation of merchandise over American highways is the size of the truck itself. The truck

Shipping Honey Direct From Producer to Consumer.

must fit the job or line of business. To meet the situation the manufacturers are building many sizes of trucks, from a half-ton to ten-ton capacity.

One of the units now in great demand is the four-ton truck, which is being widely used in many lines of business.

The four-ton truck is especially adapted to stake body work; that is, the carrying of boxed, crated or barrel goods. Not only is it a prompt and reliable carrier for this class of freight, but it also is economical.

Compared with horses, it is far superior in every way, both as to mileage ability and cost of upkeep and operation.

In times such as these the truck purchaser should study his situation most carefully and employ expert advice whenever possible. Many a man who buys a five-ton truck should really operate a four, and the same is true of many buyers of three-ton vehicles. A close study of delivery problems will prove to many a business man that he ought to be operating a truck of different size than that which he is using. Get the truck to fit the job.

GIVE PRODUCE BETTER CARE

More Attention Should Be Given to Quality and Methods of Packing and Shipping.

With the present condition of heavy production of almost every farm commodity and high freight rates, the bureau of markets of the United States Department of Agriculture advises that greater care than ever should be exercised as to the quality of produce shipped by rail to markets and the method of packing and loading. Where fruit or vegetables are of inferior grade or quality, in any respect, the farmer will do well to market nearby, within the truck radius, or store for home consumption.

After the stock gets to a distant market the shipper is given protection by the inspection service furnished by the department at about 180 principal receiving points of the United States. This service costs $2.50 for a half carload or less and $4 for a full carload. It enables the shipper to learn the exact condition in which his produce reached the consignee by giving the exact nature of the decay or other defects, and gives him information in regard to the best method of marketing each particular lot of produce.

SILO WILL HOLD MOST FOOD

Keeps Various Crops in Best Form for Different Animals Till Needed Later On.

More food can be stored in a given space in a silo than in any other building, making it a cheap storage. The silo also makes possible growing the crop till it has produced the greatest amount of food per acre, and keeping this food in the best form for the animals till it is needed. Silage is like having pasture for the live stock the year around. The silage is nutritious and has a good effect on the digestion. It will mean a big milk production and good growth of the animal to which it is fed.

FEED PUREBRED STOCK

Five dollars' worth of iron made into horseshoes sells for $10 but made into hair springs for watches sells for more than a million dollars. Moral: Make raw materials count—feed good stock.

Dry Fodder in a Silo.

It is doubtful if putting dry corn fodder into the silo will ever become a general practice on account of the large amount of water which is required to put it in proper condition.

Site for Poultry House.

In choosing the site for a new poultry house try to get protection from a northern exposure. Sandy soil location is best. These two factors will influence egg production greatly.

Valuable Farm Product.

Emerson has said that the most valuable product of a farm is not crops, but character, and that men take out of the earth much more than they put into it.

Store Seed Corn Carefully.

Store your seed corn carefully. Extra good seed can be spoiled by careless handling and storing.

Cost of Wheat and Corn.

The cost of a bushel of wheat or corn depends largely upon the yield.

Good Suit Year for the Shops

Never has there been a better "suit year," as they have it in the vernacular of the shops. The weather has been just right—not too warm and not too cold. And just at this time, says a New York fashion correspondent, one sees the newest creations in the way of winter suits and all-the-year-round suits and fancy suits and plain suits. After a few weeks have passed the "general horizon" will again be dotted with varieties of top coats and fur wraps, etc., but right at this minute the popular trend is all in the direction of the suit. Then here is the psychological moment to study the suit, for the forward marching ones are setting the styles for many months to come and the little variances which they show are the ones that are destined to live. Thus does the wary woman plan her dressing, so that when she buys there will be no danger of her becoming the proud possessor of style that has seen its day.

Then again we have such encouraging news by way of bargain announcements that prices are much below those of last winter. A suit that retailed last winter for about $125 sells this year for between $85 and $75. And it is not the same suit, either, but one that has the same value as the one of last year—not the same style points, remember. There is no doubt that better times are ahead on this high price of clothes question—and the high price of suits is one of the first columns to be touched by the beautiful decline.

Duvetyn Family in the Lead.

A critical observance of all of the best-dressed women about town discloses the fact that of all materials duvetyn and the allied weaves that belong to that family are the ones which are displaying their popularity above all others. And in this woolly or heavily napped fabric there are shown all sorts of variety, from those weaves which are as thick and heavy as any blanket to those which are so soft and pliable that they can be gathered into no space at all, so to say. There are the woolen velours and the silk velours and the velours that are made of a clever combination of the two sorts of thread. The latter, they say, wears better than all the rest put together. It does not show that evil characteristic of matting into a mashed spot at the place where the suit is subjected to rubbing. However, so fine and well made are most of these plied fabrics that when mashing does occur it can very easily be removed by a little judicious steaming.

The colors of these newest of fabrics are perhaps their greatest charm, for it has been many years since we women have been able to indulge in such subtleties of color expression. All the way from the brightest and most glowing of shades to those that are verily neutral in their effect is the range of color tones, and while most of the suits run to browns or to one of the numerous taupe shades, still there are some made from the gorgeous blue and green tones that make up so well with the gray furs and others in the reddish shades that are so

Showing Popular Type of Velours Suit With Fur Trimming.

effective when combined with the darker brown and black, both long and short haired furs.

Coats Are Noticeably Long.

The coats on the newest of all the suits that are being worn are quite noticeably long—so long, in fact, that but the merest bit of a skirt hangs out, for, with the present rage in New York for skirts that are short and with this added favor for longer coats there is left but a small portion of space that can be allotted to the skirt. There are reasons to be thankful for this, the latest whim of fashion, too. For, while the legs that protrude from the short line of the skirt must necessarily be cold, still upon the remaining portion of the body two layers of material are lavished—more than we have had to keep out the chilly blasts in many winters gone by. Some of the coats are fitted quite snugly, following the lines of the figure, and then again many of them are made full enough to make a tightish belt necessary to gather the fullness together about the waist.

There is one exception to the longer coat, and that is the little box coat, which has to be short in order to carry out its character. It reaches a high hip line this season, and is single-breasted—and it is more apt to be

Rich Suit of Black Satin Lined With Gray Duvetyn.

made up from the homespun materials, as it is a little more outdoors in style than are some of the other cuts. One particularly smart box coat had a rather narrow rolled collar of beaver with pockets of the same fur set on the extreme edge of the coat, so that they looked more like a wide binding for the coat than they did like conventional pockets.

Skirts Are Quite Short.

From all the skirts that could be noticed the conclusion was drawn that they are still "in our midst," and, all prophecies about French tendencies to the contrary notwithstanding, quite, quite short. Some of them might be called too short for beauty of proportion, but, be that as it may, the longer skirt as yet looks out of place in and around New York. The widths of the skirts are still moderate, and they are as straight as can be in line, with just enough room left to allow a step to be made in comfort and ease. There is no skirt that retards walking in any way.

The sleeves of the very nicest of the suits are fitted to the last degree of perfection. The armholes are as small as they possibly can be and still remain in the class of the "perfect fit." Our American suit shows not the least tendency to go large and kimono-like in the armhole. It keeps the well-made tailored look, and sometimes it is astonishing to see how far back an armhole can go and still keep its uninterrupted contour.

Trimmings, of course, are the important features of any new winter offerings in the way of suits, for trimmings are necessary in order to keep up the warmth of the proposition, and whether they are in the form of trimmings that are permanently attached or whether they are the popular fur sets, still they become a part of that suit. The shorter furs are the ones that are receiving the most attention.

Furs That Are Liked.

Beaver and nutria and mole are the ones that are best liked for collars and cuffs on the brown and taupe shades of duvetyn, and their colors blend so very harmoniously with the shades of those favorite materials. The longer haired furs, as far as suits are concerned, have sunk into the background just now. All of the suits have that slick look that is out of key with the longer and more irregular looking skins. Astrachan and Krimmer are very popular, and these furs are particularly lovely when they are combined with the rich dull-red shades. Baby lamb has sprung into favor for this sort of trimming, and this season it is the fancy of the best designers to dye this fur, not only black, which has been the accepted color in the past, but any of the gray and tan and brown shades to harmonize with the color of the material with which it is combined.

The fur sets that are designed to be worn with suits have very slight neckpieces and muffs. They are mere accents for the collars and cuffs and the smartest of them do not attempt to be of the cape variety, the matching muffs keeping the small, regularly rounded shape that is always the accepted thing for a muff at any time. Indeed, the high prices to which furs have ascended make this fashion for restraint in their use almost a grim necessity.

FOR THE "IN-BETWEEN" GIRL

School Dresses Afford Important Problem for Young Misses, Ten to Fifteen.

When one is well on the way to her 'teens and yet not really started in them, the problem of school dresses is a most important one, for the Peter Thompson suit which has so long been a standby has begun to lose its charm, and dresses of more pronounced trend toward fashion are quite as practical for school wear, observes a writer in the Christian Science Monitor.

This year the dresses designed for the girl between ten and fifteen—these ages are approximate, of course—are particularly attractive, and their simplicity will recommend them to the mother who dislikes seeing her daughter wearing frocks that tend even slightly to seem more fashionable than youthful.

Dark blue is the standby in color, of course—blue serge, tricotine, gabardine—any of the more substantial materials for school dresses, with perhaps one of the duvetyn or one of the softer fabrics to bridge the gap between everyday dresses and the most dressed-up one, of velvet, satin or taffeta. These dark blue dresses favor the straight lines of the chemise dress, with the waistline indicated rather than marked by a belt, though in some instances a sash of bright ribbon, preferably very wide and of the popular Roman striped design and coloring, makes a frock distinctive. Or a very narrow "string" belt, of the material may be worn.

The trimming of these dresses is confined almost entirely to embroidery in colored yarns or silks, and to just as vivid in hue as one wishes, and may be quite lavishly used.

The New Neckline.

Round, square and irregular neck lines are threatened to be dethroned by the new straight-across-the-shoulder line, which is a feature of the latest daytime frock.

Daddy's Evening Fairy Tale

BY MARY GRAHAM BONNER

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CHRISTMAS PRESENTS.

The presents were mostly under the tree, though some of the smaller ones were on the tree.

The tree had been decorated with cranberries, which had been strung on black thread, a little distance apart from each other so that they looked like red berries on the tree. And there was popcorn on the tree, which had been strung on white thread and which also looked like flakes of snow on the tree if one stood a little way off.

It was a very pretty tree and it was prettily decorated. In addition to the popcorn and cranberries there were a number of candy canes and candy baskets and candy animals, and there were some pretty tinsel and decorations.

But most of the presents were down under the tree with the exception of a few smaller ones on the tree itself and a few others which were in the stockings.

The stockings were mostly filled with fruit and nuts and raisins, for the presents were of rather queer shapes and wouldn't have fitted for the most part in the stockings. There were dolls for Ada and Audrey and there was a boat for Billy. And the dolls were so beautifully dressed and their dresses were so new and fresh and stuck out in such smart and stylish fashion that Santa Claus hadn't wanted to put them in the stockings for fear they might get a little bit mussed up.

Then there was a paint box for Billy. He wanted to paint so many things and he had asked Santa Claus for a paint box. There were quite a few other toys and they were all talking amongst themselves in toy talk.

"Paint box," said the red rubber ball which was nearby, "do you suppose Billy will like me? I feel so small compared to the big boat that is over yonder. And the dolls look so dressed up. I feel such a miserable kind of present."

"I say, ball," said the paint box, "you shouldn't talk like that. We've all got to be different. That is, there are plenty of each of us made, but we can't all be the beautiful and the big toys. And what's more, a lot of the little, simple toys are favorites.

"And what is more," the paint box continued. "I believe that Santa Claus

"Do You Suppose?"

feels badly when any of the toys he makes aren't liked. And he feels badly, too, if they don't like the simple ones.

"He wants everyone to know that he makes all the presents and toys to give pleasure and none of them to cause frowns or disappointments.

"And one day when he was talking in his workshop to his dog, Boy of the North, he said: 'Boy of the North, you know I can't bear it if anyone is unhappy over a single present. They're not usually unhappy over any of Santa's presents. But now and again I've heard of a child saying: "Now, why did Cynthia give me this little bit of a present? Couldn't she have given me something better?" 'For,' Santa Claus continued, 'it is the spirit of the gift that counts. It is so nice for everyone to love Christmas and to be happy and to give and to think of others.

"'That is the beautiful part of the day, and it is dreadful if anyone complains and does not think enough of the spirit of the presents. No one must think of price marks and such things!

"'That is, no one must object because things weren't expensive, for everything in the shops is expensive and it can't be helped. And we've all got to give simpler presents. Even old Santa Claus has had hard work getting all his materials and so must make many simple presents.

"'But the spirit of Christmas costs nothing but a glad heart, a joyous smile and a love of happiness.

"'And as I am making some simple presents along with the beautiful ones I hope and I feel sure that they, too, will be loved, for they're trying to be as nice as they can be. Just as nice as we can get them when materials are scarce. But no matter what happens, there'll always be Christmas presents, no matter how simple, and Christmas cheer.'

"That's the way Santa feels about simple toys," ended the paint box.

"Variable, With Squalls."

Browne—In order to please a woman you must make her decide just what she wants.

Towne—I suppose that is why it is always so difficult to please a woman.—Cartoons Magazine.

Her Own Way.

Eleanor, aged eight, was enjoying a good cry, when her aunt came in.

"I wouldn't cry like that," said the aunt to her, "if I were you."

"Well, auntie," said Eleanor, between sobs, "you can cry any way you like, but this is my way."

Then She'll Need Shoes.

"Father, I need a new riding habit."

"Can't afford it," he growled.

"But, father, what am I to do without a riding habit?"

"Get the walking habit."

Spoiled His Pleasure.

"Everything went off splendidly at Mabel's wedding, didn't it?"

"Yes, except for one thing which rather upset the bride."

"What was it?"

"Well, she felt that her father looked altogether too cheerful when he gave her away."—Boston Transcript.

A Polite Suggestion.

"They say handsome babies always make ugly men."

"Then I bet you always took the prize at baby shows."

IMPROVED UNIFORM INTERNATIONAL

SUNDAY SCHOOL LESSON

(By REV. P. B. FITZWATER, D. D., Teacher of English Bible in the Moody Bible Institute of Chicago.)

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LESSON FOR DECEMBER 26

JESUS FEEDS THE MULTITUDE.

LESSON TEXT—Matt. 14:13-23.

GOLDEN TEXT—They need not depart; give ye them to eat.—Matt. 14:16.

ADDITIONAL MATERIAL—Matt. 15:32-38; Mark 6:32-44; Luke 9:10-17; John 6:1-13.

PRIMARY TOPIC—Jesus Feeds Many Hungry People.

JUNIOR TOPIC—Jesus Feeding the Five Thousand.

INTERMEDIATE AND SENIOR TOPIC—Helping to Feed the Hungry.

YOUNG PEOPLE AND ADULT TOPIC—The Ministry of Jesus to the Multitude.

Since we took the "Birth of Jesus" for our Christmas lesson last Sunday, let us now study the alternate lesson for last Sunday instead of the review.

I. Jesus Healing the Multitude (vv. 13, 14).

1. Jesus retired to the desert (v. 13). The news of the cruel death of John the Baptist brought grief to the Master's heart, and He withdrew to a place of quietness to commune with the Father. The very best thing for us to do in time of sorrow is to flee into the presence of God. Jesus accepted John's death as typical of what they would do to Him.

2. Followed by the people (v. 13). He could not be hid. Their interest in Him was so great that they followed him on foot. Where Jesus really is the multitude will gather.

3. Jesus healing the sick (v. 14). Although the rulers had broken with Him, He did not abandon His work but continued to preach and to work for the good of those who would hear. The multitudes broke in upon Him and disturbed His quiet hour with God, but the great heart of the King was moved with compassion as He beheld the suffering multitudes—sick, lame, blind and palsied. Though the people brought their desperate, hopeless cases to Him there was nothing too hard for Him. The sight of the multitude as sheep without a shepherd moved Him to pity.

II. Jesus Feeding the Hungry Multitude (vv. 15-21).

According to the connection in John 3:1-14 the real purpose of this miracle was to show himself as the Bread of Eternal Life sent down from heaven.

1. Jesus' conference with the disciples (vv. 15-18). (1.) The disciples' request (v. 15). They asked that the multitude be sent away. They knew that they were in a desert place, therefore prudence would indicate that they would go to the village to buy victuals. (2) Jesus' command (v. 16). "Give ye them to eat." Such a command would have been utter foolishness had He not possessed the power to create the supply; but always with the command of Jesus goes the power to do. (3) The disciples' perplexity (v. 17.) They said "We have but five loaves and two fishes." They were counting on their meager resources, leaving Christ out. To be face to face with the humanly impossible is a threefold benefit (a) To make us feel our dependence upon Christ; (b) to drive us to Him for His help in our need; (c) to lead us to give the glory to Him for results.

2. Jesus' method in feeding the multitude (vv. 18-21.) (1) The Lord's part. He created the provisions. He is able to create that which will meet the needs of the hungry multitude. (2) The people's part. They were to sit and eat. They were not responsible for the creation of the supply nor its distribution, but they were responsible for obedience. (3) The disciples' part. This was to take that which the Master had blessed and distribute it. We are laborers together with God. God has made us partners in the salvation of the world.

III. Jesus Alone in the Mountains Praying (vv. 22, 23).

1. He induced the disciples to get into the ship (v. 22). The reason for this was that He desired to keep them from being mixed up with the crowd, for they desired to force him to be king.

2. Multitudes were dismissed (v. 23). This was to prevent the multitude from trying to force Him to be king. When they saw His wonderful ability to feed the hungry multitude they desired to have such a man made king.

3. Praying alone (v. 23). He doubtless was praying for the disciples. He knew what trials they would have to undergo. Having been induced by Him to enter the ship and being overtaken by the storm, they were doubtless tempted to think that a mistake had been made; but we should learn that the way which the Lord would have us go is not always without its storms. In fact, the storm is a pretty good indication that it is the Lord's way.

Doubtless He also went apart to commune with the Father in order to gain relief and strength for Himself, especially since the multitude were now ready to make Him king. It was no doubt a real temptation to Him.

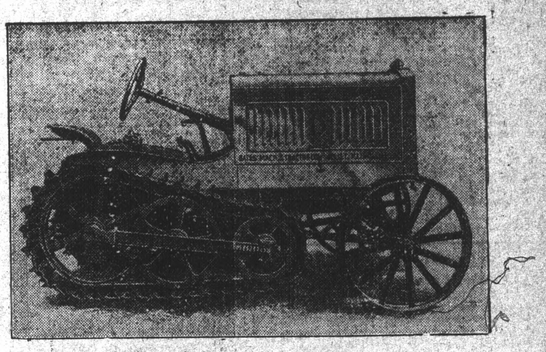
One Learns to Lean.

It came to me on one of the Christmas holy days (not holidays), for the ever-present pain will not give me one; and who can be merry and sing songs when the muscles ache and the nerves quiver? But one may have holy days even then, and perhaps holier ones than when health is girding the limbs with strength and hope quickening the heart's pulses. In health we are too apt to say boldly, I can stand alone and the earth is my football. In sickness one needs to lean, and one learns to lean, and one loves to lean. We go to the Father then, even as timid children, who, thinking at morning they can live without a mother, at evening cling to her with tight hands and fall asleep sweetly on her breast. —Mrs. C. A. Soule.

Symbol of Divine Spirit.

In Scripture the dew is used as a symbol of the Divine Spirit and His quickening and refreshing influence as He works on the otherwise arid and barren lives and hearts of men. It is the living Lord Himself who here speaks: "I will be as the dew unto Israel." I will come to the barren and fruitful Israel, and affect him as does the dew when it falls on the parched and profitless earth in the rainless, scorching days of summer, and transform deadness into life and beauty.

Every Inch of the Bates Steel Mule is Thoroughbred



The United States Government by means of the Department of Agriculture, has been looking into the tractor question, and its bulletins clearly proves that the satisfied tractor owner—men who say that the tractor has paid—are men who own the BETTER CLASS of tractors. The successful man has learned years ago that he can't get something for nothing. No one can. The reason the BATES STEEL MULE costs more is that it is worth more. Skilled factory procedure, quality production and the most modern Machinery enables us to save money at every turn, yet the BATES STEEL MULE cost slightly more in the beginning to build but considerably less in the long run to own. It's just another case where a seemingly higher priced article is far cheapest to own when you come to actually USE it.

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